

Message Text

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PAGE 01 DOHA 01090 210758Z

11

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 CIAE-00 INR-07 NSAE-00

L-03 /028 W

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R 210720Z SEP 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 0862

INFO AMEMBASSY BEIRUT

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E.O. 11652: N/A

TAGS: BEXP, QA

SUBJ: PAGE AGENCY AGREEMENT: PROBLEMS IN QATAR

1. BEIRUT REPRESENTATIVE OF PAGE COMMUNICATIONS ENGINEERS CALLED AT EMBASSY TO DISCUSS FIRM'S EFFORTS TO SECURE \$10 MILLION COMMUNICATIONS EQUIPMENT CONTRACT FOR FOREIGN MINISTRY. REP NOTED THAT NEW AGENCY AGREEMENT FORM PAGE IS REQUIRED TO USE IS CREATING DIFFICULTIES. ONE SECTION OF AGREEMENT READS "THE AGENCY AGREES THAT IT WILL NOT EMPLOY, RETAIN OR UTILIZE ANY PUBLIC OFFICIAL OF ANY COUNTRY WITHIN THE TERRITORY OR THE UNITED STATES, EITHER DIRECTLY OR INDIRECTLY, TO ASSIST

THE AGENT HEREUNDER OR OTHERWISE TO WORK ON PAGE'S BEHALF." REP SAID THAT CLAUSE IS INCLUDED AT BEHEST OF USG FOLLOWING RECENT EXPOSURE OF UNAUTHORIZED PAYMENTS BY NORTHROP (PAGE IS NORTHROP SUBSIDIARY). HE SAID HE DID NOT KNOW WHICH USG AGENCY WAS RESPONSIBLE.

2. IT APPEARS TO US MUCH MORE LIKELY THAT NORTHROP MANAGEMENT DECIDED ON CLAUSE, NOT USG. HOWEVER, WE WOULD APPRECIATE IT IF DEPT COULD ADVISE IF SUBSTANCE IS MOTIVATED BY USG. IF SO, THIS COULD RAISE SERIOUS PROBLEMS IN COUNTRIES LIKE QATAR. US CONCEPT OF CONFLICT OF INTEREST UNKNOWN HERE AND LARGE NUMBER OF GOVERNMENT EMPLOYEES HAVE BUSINESS INTERESTS, INCLUDING PRESENT AGENT OF PAGE (TWO OF THE LARGEST COMPANIES IN DOHA ARE LIMITED OFFICIAL USE

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OWNED AND MANAGED BY CABINET MINISTERS). IN ADDITION TO NUMBER

OF MAJOR FIRMS THAT HAVE ONE OR MORE EXECUTIVES WHO ARE
GOVERNMENT EMPLOYEES, VIRTUALLY EVERY LOCAL COMPANY HAS CLERKS,
ACCOUNTANTS OR OTHER OFFICE HELP WHO ARE IN CIVIL SERVICE
(GOVERNMENT OFFICES CLOSE AT 1:00 PM AND IT IS COMMON PRACTICE
FOR EMPLOYEES TO TAKE OUTSIDE JOBS IN AFTERNOON). IF PAGE CLAUSE
IS USG INSPIRED AND LIKELY TO BE APPLIED TO OTHER US FIRMS DOING
BUSINESS ABROAD, WE BELIEVE US TRADE POSITION IN QATAR AND
OTHER COUNTRIES WITHOUT CONFLICT OF INTEREST STATUTES WILL BE
DAMAGED. GOQ REQUIRES THAT ALL FOREIGN FIRMS HAVE LOCAL AGENTS
AND INFLUENCE AND ABILITIES OF AGENTS CAN BE EXTREMELY IMPORTANT
IN SECURING CONTRACTS. WE BELIEVE LOCAL FIRMS THAT HAVE NO
CONNECTION WITH GOVERNMENT OFFICIALS ARE LIMITED IN NUMBER,
SIZE AND ABILITY.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975DOHA01090
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750327-0458
From: DOHA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750931/aaaabath.tel
Line Count: 75
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 14 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 AUG 2003 by WorrelSW>; APPROVED <02 DEC 2003 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PAGE AGENCY AGREEMENT: PROBLEMS IN QATAR
TAGS: BEXP, QA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006